



## Benefits from the U.S.-Korea Trade Agreement

### Kansas

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#### The U.S.-Korea Trade Agreement (KORUS) Will Help Grow the U.S. Economy & Support U.S. Jobs

The impact of the eliminations of tariffs and related barriers is estimated to increase U.S. GDP by nearly \$12 billion and U.S. goods exports by nearly \$11 billion annually. Adding to this would be new exports of U.S. services, where U.S. firms exported \$12.6 billion to Korea in 2009. Together, these export opportunities support the President's National Export Initiative goal of doubling exports by 2015.

#### KORUS is Essential to Ensuring U.S. Competitiveness in Korea and Throughout Asia

Ten years ago, the United States was the top exporter to Korea providing one-fifth of all Korean imports; now we are in third place with less than 10% market share.

- U.S. exporters to Korea currently pay an average 6.2 percent tariff, or nearly \$1.3 billion a year, to Korea through tariffs on industrial goods.
- Korean exporters to the United States currently face an average 2.8 percent tariff.
- On the first day of the European Union (EU) - Korea FTA, 85% of Korean tariffs on EU products will go to zero.
- Chinese products in Korea benefit from lower transportation and labor costs.

Implementing KORUS can help U.S. businesses and their workers stem this downward slide by making U.S. products more competitive in the Korean market.

- Tariff elimination for over 95 percent of U.S. exports of consumer and industrial products within five years.
- Tariff elimination for nearly two-thirds of U.S. agricultural exports immediately on entry into force.
- Significant new market access for U.S. service suppliers.
- Extensive elimination of non-tariff barriers, including in the autos sector.
- Tariff eliminations and strong transparency obligations will facilitate SME exports.

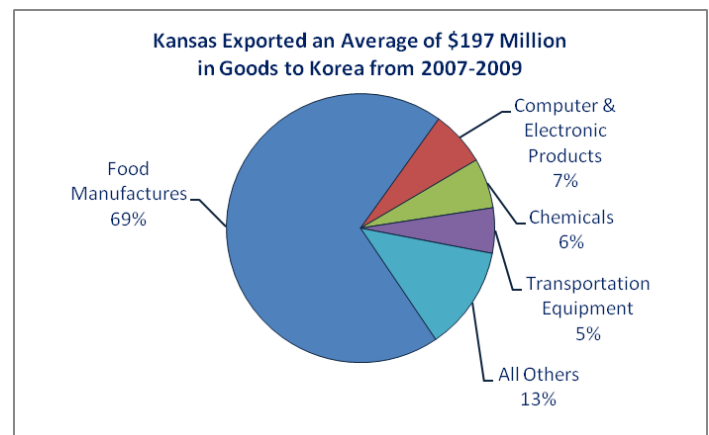
#### Kansas Depends on World Markets

Kansas' export shipments of merchandise totaled \$8.9 billion in 2009.

- Exports of manufactured goods support an estimated 129,000 jobs in Kansas. (2008 data are the latest available.)
- Almost 27 percent of all manufacturing workers in Kansas depend on exports for their jobs.
- A total of 2,447 companies exported goods from Kansas locations in 2008.
- 2,049 of Kansas exporting firms were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated almost one-quarter (23 percent) of Kansas' total exports of merchandise in 2008.

#### Trade Works for Kansas

Recently implemented trade agreements have benefited Kansas. For example, since the U.S.-Chile trade agreement entry into force, Kansas' exports to Chile have grown by 167 percent. Since implementation of the U.S.-Australia trade agreement, Kansas' exports to Australia have increased 105 percent. KORUS can similarly benefit Kansas.



Source: U.S. Department of Commerce, International Trade Administration

## KORUS Opens New Markets for Key Kansas Exports

**Processed Foods** – Kansas exported an average of \$137 million per year in processed food products to Korea between 2007 and 2009. KORUS, when implemented, will stimulate new opportunities for Kansas businesses in this sector. Korea is a growing market for consumer-oriented foods, creating new opportunities for U.S. exports of snack foods, cheese, and juices. KORUS will enhance these opportunities by eliminating tariff and non-tariff barriers that currently hamper exports of U.S. food and consumer products to Korea. Many processed food products will receive immediate duty-free treatment such as frozen french fries and all other processed food tariffs will be eliminated in five years or less.

**Chemicals Manufactures** – Chemicals manufactures accounted for an average of \$12 million per year of the state's merchandise exports to Korea between 2007 and 2009. U.S. exporters of chemicals and related products, including pharmaceuticals, cosmetics, fertilizers, inorganic chemicals, organic chemicals, plastics, and agro-chemicals, will benefit from KORUS tariff reductions. Fifty-one percent of U.S. chemicals exports by value will receive duty-free treatment immediately upon entry into force of the agreement, with the remaining tariffs phased out within 10 years. Tariffs on high-trade U.S. products such as silicon and certain plastics articles will be eliminated immediately upon implementation of the Agreement. Current Korean chemicals tariffs average 6 percent and can be as high as 50 percent.

**Transportation Equipment** – Transportation equipment is an important Kansas export. Between 2007 and 2009, Kansas exported an average of \$11 million per year in transportation equipment to Korea. U.S. exporters of transportation equipment, including autos, auto parts, aircraft, fishing vessels, locomotives, and other transportation manufactures, will benefit from KORUS tariff reductions. Duties on most transportation equipment products will be eliminated immediately, including duties on nearly 74 percent of automotive exports and over 92 percent of aircraft and related parts. Duties on nearly 99 percent of shipping and transportation equipment will be eliminated immediately, with duties on a very small group of these products to be eliminated over three, five, or ten years.

## KORUS Creates Opportunities for Kansas' Agriculture

Kansas' agricultural exports to all countries, estimated at \$4.7 billion in 2009, supported about 37,600 jobs, both on and off the farm. These export sales make an important contribution to Kansas' farm economy, which had total cash receipts of \$12 billion in 2009. KORUS eliminates tariffs and other barriers on most agricultural products, increasing export opportunities for U.S. agricultural products like those produced in Kansas such as beef, pork, wheat, and feed grains. With immediate elimination of duties on nearly two-thirds of U.S. agricultural exports to Korea, KORUS gives U.S. exporters improved access to the Korean market for many of the products that have been highly protected.

For more information on agricultural exports and KORUS, see the fact sheets posted by the U.S. Department of Agriculture at: <http://www.fas.usda.gov/itp/us-koreata.asp>

All state export data in this report are based on the Origin of Movement (OM) series. This series allocates exports to state based on transportation origin, i.e., the state from which goods began their journey to the port (or other point) of exit from the United States. The transportation origin of exports is not always the same as the location where the goods were produced. Thus conclusions about "export production" in a state should not be made solely on the basis of the OM state export figures.

Sources: Bureau of the Census, U.S. Department of Commerce, Origin of Movement Series; U.S. Department of Agriculture.

Prepared by the U.S. Department of Commerce, International Trade Administration.